

YOGESH GAYAKE

Business Support Manager - (International Business)

Sales and Distribution with SAP ERP 6.0 EhP7



Ahmednagar, India
Shrirampur, 413717

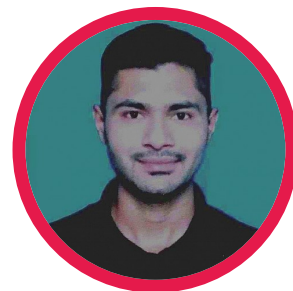


03.07.1997



+917066492453

yogeshgayake1997@gmail.com



SOCIAL MEDIA



<http://linkedin.com/in/yogesh-gayake-992b6b143>

PROFILE

To establish myself in professional cadre and to endeavor to work towards the goals of the organization offering career growth and opportunities, through my determined efforts and knowledge, thereby raising my experience and learning graph. To establish myself in professional cadre and to endeavor to work towards the goals of the organization

EDUCATION

05.2014 - 05.2018

Sanjivani College Of Engineering.

BE - Mechanical Engineering (68.76%)

Project Details :

Design Analysis and Fabrication of SAE INDIA e-BAJA ATV (Electric All-Terrain Vehicle)

This is a national level event organized by SAE INDIA BAJA (sponsored by MAHINDRA RISE). We designed & fabricated a complete vehicle. We have secured AIR_10 in virtual & AIR_4 in dynamic.

□ Leads following responsibilities:

□ Worked as head of roll cage and transmission System.

□ Design a roll cage of ATV with reference to rule book of SAE INDIA BAJA and basic concept.

□ Analysis of roll cage using ANSYS software.

□ Given design presentation of team during virtual round at Chitkara University (Chandigarh).

05.2013 - 05.2014

RBNB College.

HSC (66%)

05.2011 - 05.2012

BGPV School.

SSC (76.18%)

EXPERIENCE

01.2021 - present

Escorts LTD (EAM - International Business)

Business Support Manager

- Manage administration of business unit, including costing, training and project coordination.
- Coordinate across all division (Homologation, Quality, Product support, logistics, service) to ensure strategies are deployed appropriately.
- Network expansion – Appoint channel partner / distributor in assigned country.
- Assisting with pre sales market research and prepare MIS report with respect to sales and service data.
- Market research and analysis, market mapping and product positioning.
- Achieve assigned sales target country wise with respect to each quarter.
- Prepare costing and pro forma invoice.
- Work on Dealer distributor satisfaction index.
- Track competitor product positioning activity.
- Give training to client with respect to product and new advancements.

- **Achieve assigned sales target quarterly.**
- **New dealer appointment in assigned territory.**
- **Responsible for providing quotes, generate sales, promote sales and marketing.**
- **Design attractive presentations for the promotional campaign of the product.**
- **Prepared market surveys, reports on**
- **Competitors strategies etc.**
- **Responsible for assisting the Dealers and Dealer sales team in planning of cumulative advances and retail, selling products, and coordinating the promotional events or campaigns.**
- **Keeping track records of competitor models and their performance.**

SKILLS

Good communication - written and oral skills
Excellent conceptual and analytical skills
Effective interpersonal skills
Negotiation Skills

SOFTWARE SKILLS

SAP ERP SAP ERP 6.0 EhP7	★	★	★	★	★	★
Microsoft Excel	★	★	★	★	★	★
Autodesk AutoCAD	★	★	★	★	★	★
Microsoft Outlook	★	★	★	★	★	★
Software skills	★	★	★	★	★	★
Microsoft Word	★	★	★	★	★	★

HOBBY


Technology


Tennis


Cycling


Bike Riding


Trekking


Listening Music

LANGUAGES

English	★	★	★	★	★	★
German	★	★	★	★	★	★
Hindi	★	★	★	★	★	★
Marathi	★	★	★	★	★	★

PERSONALITY

Creativity
Problem-solving
Flexibility/adaptability
Attention to detail

Time management
Critical thinking
Teamwork